

## Message Text

UNCLASSIFIED

PAGE 01 MUSCAT 01580 220641Z  
ACTION NEA-10

INFO OCT-01 AF-08 ISO-00 EB-07 PA-02 PRS-01 USIA-15  
CIAE-00 INR-07 NSAE-00 /051 W  
----- 089070 /17

R 220450Z DEC 76  
FM AMEMBASSY MUSCAT  
TO SECSTATE WASHDC 2767  
INFO AMEMBASSY ABU DHABI  
AMCONSUL ALEXANDRIA  
AMEMBASSY ALGIERS  
AMEMBASSY CAIRO  
USINT BAGHDAD  
AMCONSUL CASABLANCA  
AMEMBASSY DAMASCUS  
AMCONSUL DHAHRAN  
AMEMBASSY DOHA  
AMEMBASSY JIDDA  
AMEMBASSY KHARTOUM  
AMEMBASSY KUWAIT  
AMEMBASSY MANAMA  
AMCONSUL ORAN  
AMEMBASSY RABAT  
AMEMBASSY SANA  
AMCONSUL TANGIER  
AMEMBASSY TEHRAN  
AMEMBASSY TRIPOLI  
AMEMBASSY TUNIS  
AMEMBASSY BEIRUT  
AMEMBASSY TEL AVIV  
USDOC WASHDC

UNCLAS MUSCAT 1580

E.O. 11652: N/A  
TAGS: BEXP OCLR MU  
SUBJECT: PROPOSED MARINE EXPOSITION TO THE NEAR EAST  
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REF: STATE 302154

1. WE BELIEVE THAT MARINE EXPOSITION VISIT COULD BE PRODUCTIVE  
IF THERE ARE INTENSIVE PREPARATIONS WELL BEFOREHAND AND IF  
EXHIBITS ARE CLOSELY TAILORED TO LOCAL MARKET. SHIP WOULD HAVE

NO PROBLEM IN BERTHING AT PORT QABOOS, SINCE THERE IS LITTLE PORT CONGESTION, AND FUEL AND FRESH WATER ARE AVAILABLE. IF VESSEL HAS DRAFT OF 20 FEET OR LESS, IT WOULD HAVE NO DIFFICULTY IN COMING ALONGSIDE INNER HARBOR. WE RECOMMEND VISIT DURING LAST TWO WEEKS OF OCTOBER, WHEN WEATHER WILL PROBABLY HAVE COOLED.

2. M.S. SOUTHWARD WOULD BE THIRD EXHIBITION SHIP TO VISIT MUSCAT DURING 1976-77. FRENCH FLOATING EXHIBITION WHICH VISITED CAPITAL IN MARCH 1976 DREW MANY VISITORS BUT ACHIEVED ONLY MODERATE SALES. THE M.V. HERMES, CHARTERED BY A BRITISH-ARAB TRADE ORGANIZATION, WILL VISIT MUSCAT FOR FOUR DAYS IN MARCH 1977 AND AGAIN FOR 2 DAYS IN MAY. WE FEEL THAT SOUTHWARD'S FLYING NORWEGIAN FLAG DURING EXPOSITION WOULD DETRACT SOMEWHAT FROM AMERICAN TRADE PROMOTION IMAGE.

3. WE SUGGEST THAT U.S. EXHIBIT FOCUS MORE ON CAPITAL GOODS THAN ON CONSUMER ARTICLES, SINCE FRENCH ACHIEVED MEDIOCRE RESULTS BY DISPLAYING CONSUMER LUXURIES. OBVIOUS AREAS OF OMANI INTEREST WOULD INCLUDE CONSTRUCTION, MINING, AND AGRICULTURE MACHINERY, LIGHT AIRCRAFT, ELECTRICAL AND MEDICAL EQUIPMENT, AND BUILDING MATERIALS. EXHIBIT OF SOLAR AND WIND ENERGY TECHNOLOGY FOR RURAL AREAS MIGHT ALSO BE PRODUCTIVE. WE RECOMMEND THAT CONSUMER GOODS BE AIMED AT MIDDLE INCOME MARKET, INCLUDING SUCH ITEMS AS HOME FURNISHINGS, WEARING APPAREL, DO-IT-YOURSELF REPAIR KITS, AND GARDENING AND CARPENTRY TOOLS.

4. EMBASSY CAN PROVIDE SOME HOSPITALITY FOR SHIP VISITORS. HOWEVER, OUR LIMITED STAFF PRECLUDES EXTENSIVE ADMINISTRATIVE UNCLASSIFIED

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SUPPORT. WE RECOMMEND THAT WMS OBTAIN PUBLICITY SERVICES OF LOCAL FIRM AND USE ONE OF THE LARGER LOCAL SHIPPING AGENTS TO HANDLE PRELIMINARY ARRANGEMENTS. WOLLE

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## Message Attributes

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